

Message Text

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14

ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
----- 009109

R 181559Z FEB 76
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 0070
INFO USDOC WASHDC
AMEMBASSY BRUSSELS
AMEMBASSY BONN

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USDOC FOR BEWT/TDAD AND BEWT/TPD

E.O. 11652: N/A
ETRD, EEWT, BE, WG, UR
SUBJECT: FRG AND BELGIAN FIRMS SIGN AGREEMENT TO BUILD PAVILION
AT NEW MOSCOW EXHIBITION CENTER

1. BELGIAN EMBASSY OFFICER INFORMED COMMERCIAL ATTACHE FEB 17 THAT BELGIAN FIRM NOBELS PEELMAN (ANTWERP) HAD SIGNED CONTRACT WITH USSR CHAMBER OF COMMERCE AND INDUSTRY FOR CONSTRUCTION OF PAVILION AT NEW MOSCOW EXHIBITION CENTER (ADJACENT TO MOSCOW INTERNATIONAL TRADE CENTER). CONTRACT, WHICH ACCORDING TO BELGIAN EMBOFF IS VALUED AT ABOUT 800,000,000 BELGIAN GRANCS (OR APPROX DEOLLARS 20 MILLION), WAS NEGOTIATED TOGETHER WITH FRG FIRM GLAHE INTERNATIONAL, WHICH WILL HAVE THE RIGHT TO OPERATE PAVILION FOR A FIXED NUMBER OF YEARS AFTER ITS COMPLETION. CONSTRUCTION WILL BE FINANCED UNDER CREDIT GRANTED BY SOCIETE GENERALE DE BANQUE OF BURSELS. WORK ON PROJECT, WHICH WILL INVOLVE PARTICIPATION OF APPROXIMATELY 100 BELGIAN WORKERS, IS SCHEDULED TO BEGIN IN JULY 1976, WITH COMPLETION PLANNED FOR END OF 1977.

2. COMMENT: AGREEMENT WITH FRG-BELGIAN GROUP FOLLOWS LENGTHY NEGOTIATIONS IN WHICH GLAHE HAD ORIGINALLY PARTICIPATED WITH KRUPP AND PREUSSAG. ACCORDING TO FRG EMBOFF, THESE NEGOTIATIONS BROKE DOWN ON COMMERCIAL TERMS, AND GLAHE BROUGHT IN BELGIAN CONSTRUCTION COMPANY AND BELGIAN FINANCING AS SUBSTITUTE.

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IN VIEW SCHEDULED COMPLETION DATE OF FRG/BELGIAN PAVILION, IT

SEEMS UNLIKELY THAT NEW EXHIBITION AREA WILL BE AVAILABLE FOR 1977 EXHIBITIONS, AS CHAMBER OF COMMERCE AND INDUSTRY HAD ORIGINALLY HOPED. SURVEY OF OTHER WESTERN COMMERCIAL OFFICERS REVEALS THAT OTHER MAJOR WESTERN COUNTRIES HAVE THUS FAR RESISTED SOVIET PRESSURES TO BUILD "NATIONAL" PAVILIONS AT NEW EXHIBITION CENTER. JAPANESE EMBOFF ADVISED THAT JETRO HAD AGREED TO BUILD PAVILION, BUT HE WAS NOT AWARE WHETHER FINAL CONTRACT HAD BEEN SIGNED. ACCORDING TO GLAHE'S ORIGINAL PROPOSAL, WHICH MAY HAVE BEEN CHANGED DURING NEGOTIATIONS, PAVILION WHICH HE PLANNED TO BUILD WAS TO HAVE 28,000 SQUARE METERS OF EXHIBIT SPACE.

3. COMMERCIAL OFFICE WOULD WELCOME ANY INFORMATION EMBASSY BRUSSELS CAN PROVIDE ON CONTRACT SIGNED BY NOBELS PEELMAN AND, IN PARTICULAR, ON TERMS OF SOCIETE GENERALE CREDIT. STOESEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, TRADE CENTERS, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW02437
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760061-0960
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760239/aaaabigj.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 26 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 MAR 2004 by ElyME>; APPROVED <01 JUL 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FRG AND BELGIAN FIRMS SIGN AGREEMENT TO BUILD PAVILION AT NEW MOSCOW EXHIBITION CENTER
TAGS: EEWT, ECRE, GE, UR, BE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006